



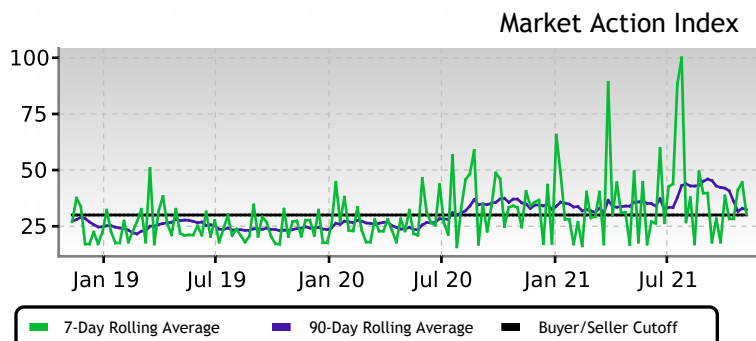
## This Week

The median list price in BASALT, CO 81621 this week is \$2,495,500.

Inventory has been lightening lately and the Market Action Index has been trending up. Though days-on-market is increasing, these are mildly positive indications for the market.

## Supply and Demand

- The market has been cooling over time and prices have recently flattened. Despite the consistent decrease in Market Action Index (MAI), we're in a Seller's Market (where significant demand leaves little inventory available). If the MAI begins to climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, watch for downward pressure on prices.



The Market Action Index answers the question "How's the Market?" by measuring the current rate of sale versus the amount of the inventory. Index above 30 implies Seller's Market conditions. Below 30, conditions favor the buyer.

## Quartiles

### Characteristics per Quartile

Quartile	Median Price	Sq. Ft.	Lot Size	Beds	Baths	Age	Inventory	New	Absorbed	DOM	
Top/First	\$ 5,500,000	5440	20+ acres	5.0	4.5	19	3	0	0	427	Most expensive 25% of properties
Upper/Second	\$ 3,725,000	4126	0.50 - 1.0 acre	4.0	4.2	14	4	2	1	161	Upper-middle 25% of properties
Lower/Third	\$ 2,297,500	3266	0.25 - 0.50 acre	4.0	4.0	14	4	0	0	93	Lower-middle 25% of properties
Bottom/Fourth	\$ 1,442,500	3012	0.25 - 0.50 acre	3.0	3.0	24	4	0	0	94	Least expensive 25% of properties

Investigate the market in quartiles - where each quartile is 25% of homes ordered by price.

### Real-Time Market Profile

		Trend
Median List Price	\$ 2,495,500	↔
Asking Price Per Square Foot	\$ 748	↓
Average Days on Market (DOM)	178	↑↑
Percent of Properties with Price Decrease	40 %	
Percent Relisted (reset DOM)	0 %	
Percent Flip (price increased)	7 %	
Median House Size (sq ft)	3482	
Median Lot Size	0.50 - 1.0 acre	
Median Number of Bedrooms	4.0	
Median Number of Bathrooms	3.5	
Market Action Index	Seller's Advantage 32.4	↓↓

↔ No change    ↑↑ Strong upward trend    ↓↓ Strong downward trend  
 ↑ Slight upward trend    ↓ Slight downward trend

## Price

- We continue to see prices in this zip code bouncing around this plateau. Look for a persistent up-shift in the Market Action Index before we see prices move from these levels.

